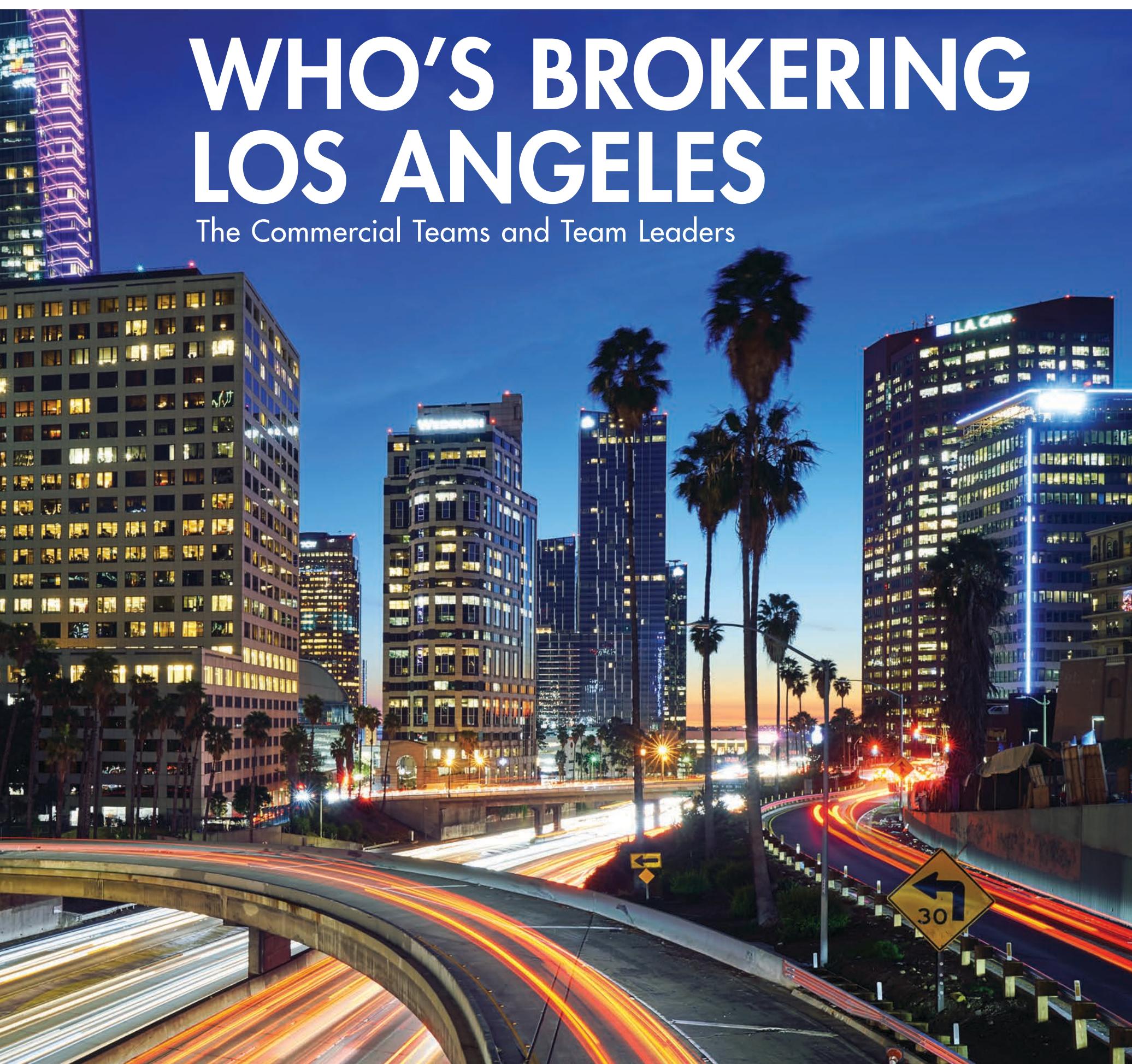


WHO'S BROKERING LOS ANGELES

The Commercial Teams and Team Leaders



IN THE COMMERCIAL REAL ESTATE COMMUNITY, IT'S BECOME SOMETHING OF A CUSTOM TO HONOR real estate companies on their biggest deals – but rarely do we acknowledge and learn more about the people who make these success stories possible.

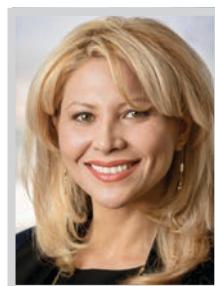
In an attempt to shine a light on those hard-working teams and team leaders, we welcome you to the Los Angeles Business Journal's annual installment of our "Who's Brokering LA" special section for 2021, where we recognize the most dynamic commercial brokerage teams and team leaders across all categories.

Congratulations to each of the professionals described in these pages...and thank you for your contributions to the thriving LA commercial real estate community and our local economy.

WHO'S BROKERING LOS ANGELES

**JOHN S. ARCHIBALD and GUILLERMO OLAIZ***Executive Vice Presidents
NAI Capital Commercial*

John S. Archibald and Guillermo Olaiz with NAI Capital Commercial's Investment Services Group have a combined 48 years of experience in the Southern California real estate market. They have established a reputation as premier commercial real estate brokers known for their attention to detail and experience as skilled negotiators. Their ability to understand both sides of a transaction has led to many successful deals on behalf of their clients, completing a myriad of complex lease, sale, and purchase transactions for Fortune 500 companies and distinguished firms. The duo recently negotiated the sale leaseback of a two-office building property totaling 24,510 square feet in Monrovia. Archibald and Olaiz represented both the seller, an owner-user, and the buyer, a local developer, in the transaction. The sale price totaled \$6.8 million or \$277 per square foot.

**BARBARA ARMENDARIZ***President
SharpLine Commercial Partners*

Barbara Armendariz is president and founder of SharpLine Commercial Partners, a full-service commercial real estate brokerage firm that excels at putting its clients' needs first. She is one of very few minority women in the commercial real estate industry that has started her own brokerage firm. In February 2021, Armendariz negotiated an 8,000 square foot lease with Rialto Ranch Market, a grocery and butcher shop/carniceria catering to the local Latino community. The location will be within Rancho Verde Plaza, a 110,000 square foot retail center located at 2000 to 2026 N. Riverside Drive in Rialto. This new site is anticipated to open for business in fall 2021.

**MICHAEL ARNOLD***Executive Vice President
NAI Capital Commercial*

Michael Arnold is the executive vice president and director of the Tenant Consulting Group for NAI Capital in Southern California. With over 25 years of experience, Arnold provides a consultative and holistic approach in assisting companies address their cultural, financial and operational issues with a specific focus on reducing their real estate spend. He leads the largest team of experienced tenant representation professionals in Southern California. Arnold recently negotiated a 16,790 square foot long-term lease on behalf of the g-NET agency at 5455 Wilshire Boulevard. President of g-NET John Rosenberg commented, "Michael was instrumental in guiding g-NET. When it was determined that renewing our current lease would be too costly, he was able to find the solution. Michael provided us strategic advice to facilitate our long term growth plan, reduce expenses, and make efficient use of space all while remaining within our COVID impacted budget."

**TYLER DEL RE***Senior Associate
UrbanLime Real Estate*

UrbanLime senior associate Tyler Del Re has been advising and working directly with restaurateurs and hospitality professionals throughout Los Angeles since 2008. Del Re focuses his attention on landlord and tenant representation in retail and hospitality leasing. Prior to joining UrbanLime Real Estate, Del Re worked with a seasoned team of brokers in the entertainment and hospitality division at a boutique commercial real estate company and later alongside a retail developer assisting in the acquisition, entitlement and leasing of grocery anchored centers and shopping centers. With his keen attention to detail, his knowledge of the market and client service, Del Re has proven to be an invaluable member of his team. He and his fellow team members at UrbanLime work to assist clients in identifying real estate opportunities to lease, acquire, dispose of, improve, or re-tenant by providing information on the latest real estate trends in urban neighborhoods.

**CHRISTINE DESCHAINNE***Senior Vice President, Brokerage
Kennedy Wilson Properties, Ltd.*

Specializing in retail brokerage with a focus on urban redevelopment, Christine Deschaine serves as an advisor for landlords, sellers, tenants and buyers, working extensively with some of Los Angeles' most prominent investors and developers. Deschaine is currently the exclusive agent for more than 200,000 square feet of commercial space and has completed more than 410,000 square feet in transactions valued at over \$227 million since joining Kennedy Wilson in 2013. Deschaine recently brokered a new lease at 2729 Wilshire Blvd. in Santa Monica, a mixed-use, build-to-suit location under planned redevelopment. Representing the landlord, she attracted the interest of a well-known global bank looking to relocate from its office building location to the 2,587-square-foot ground floor retail location with parking and began what would become 18 months of negotiations. Deschaine closed the deal and the new tenant will now enter into a prime submarket for their customer base.

**TODD DONEY***Vice Chairman
CBRE*

Over his 37-year career, R. Todd Doney, CBRE's vice chairman in Los Angeles, has completed commercial real estate transactions encompassing over 100 million square feet of office space. Doney is a preeminent broker in the greater Los Angeles area. His success on behalf of tenants, investment clients, and landlords is unparalleled. He has represented major institutional tenants such as, Nestle, Wells Fargo Bank, KPMG, GE/NBC, AT&T, Cedars-Sinai Medical Center, The Walt Disney Co. In 2020, he completed over 2 million square feet of leasing transactions. Some of the most notable included over 600,000 square feet of leases to a major entertainment company on behalf of Worthe Real Estate and Blackstone. Additionally, Doney represented Stan Kroenke, the owner of the Rams and Hollywood Park in the leasing of 290,000 square feet to the NFL Media.

**MIKE FOWLER and TIM O'ROURKE***Senior Managing Directors
JLL*

The JLL Los Angeles industrial team of Mike Fowler and Tim O'Rourke continue to shine within the company and among the duo's peers in the commercial real estate industry. Fowler works with clients in all fields, and has particular expertise in agency leasing and last-mile logistics. O'Rourke leads the firm's Food & Beverage practice group which focuses on providing integrated real estate services to corporations, institutional owners, logistics providers and transportation companies. Collectively, the team has completed more than 70 transactions for 13.5 million square feet and consulting/valuation transactions on over \$1.2 billion in specialized real estate in the past 18 months alone.

**YAIR HAIMOFF***Founder and Executive Managing Director
ANDREW GHASSEMI (Senior Vice President),
MATT SREDEN (Vice President)
Spectrum Commercial Real Estate, Inc.*

Yair Haimoff, SIOR, went from being an intern in 2002 to executive managing director and branch manager for NAI Capital's LA North Office in 2015. In 2018, he went on to found Spectrum CRE. His team-mate Andrew Ghassemi got his start in commercial real estate on the corporate side before he joined the brokerage side. Fellow team-member Matt Sreden was one of the top producing brokers at NAI Capital's LA North Office before he joined Spectrum CRE. All three brokers have earned multiple awards for their work in the industry. Recently, the team led the sale of Valencia Atrium, an approximately 65,178 square foot, three-story Class-A office building. The property was built in 2002 and renovated in 2017. It is one of the few Class-A buildings that is environmentally friendly. Spectrum CRE represented both the Buyer, Rowe LLC, and the Seller, Westinghouse Associates, LLC. The final purchase price was approximately \$15 million.



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WHO'S BROKERING LOS ANGELES

**DAVID HARDING**

Executive Vice President

GREG GERACI (Executive Vice President),
MATT DIERCKMAN (Executive Vice President),
BILLY WALK (Senior Vice President)
 Colliers

The David Harding-led industrial team at Colliers has built a reputation over the last several decades as one of the top advisors of owners and tenants of warehouse, distribution and manufacturing facilities throughout Los Angeles County and, for the team's corporate clients, in markets across the U.S. and around the globe. Harding and team have almost 100 years of combined experience. Since 2000, they have advised clients on more than 2,400 transactions totaling over 70 million square feet. One recent success has been 9153 Winnetka Avenue in Chatsworth. The original plan was to build a 300,000 square foot business park, but the team ultimately found an e-commerce company to lease this 9.5-acre site. The transaction was one of the largest industrial land leases in the North Los Angeles industrial market over the past few years, and all team members were involved.

**LESLIE HARO**Vice President
UrbanLime Real Estate

Leslie Haro is a Los Angeles native who has been advising Southern California based clients in office, industrial, retail and hospitality since 2014. Haro joined Urbanline Real Estate from BRC Advisors. Over the years, she has successfully completed transactions ranging from retail and office leasing to asset, and owner-user sales. Her field of concentration includes landlord and tenant representation in retail and creative office leasing, with a particular emphasis on hospitality and fitness. Haro focuses on evaluating trendy and affluent consumer trade areas across Southern California working with fitness and wellness concepts, hospitality groups and fashion designers. One recent success was the sale of the Body Shop on the Sunset Strip in West Hollywood. With her intrinsic knowledge of the LA market and her insight on the latest retail and restaurant trends, she is a tremendous asset to her team and clients.

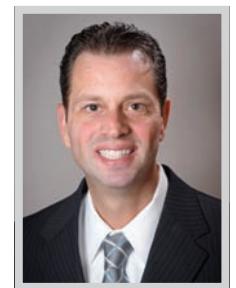
**GARY HORWITZ**

Executive Managing Director

BLAKE SEARLES (Senior Managing Director),
KAMIL AGHA (Managing Director),
CONNOR HALL (Vice President),
CAROLINE BETHEL (Associate)

JLL

The JLL Los Angeles team of Gary Horwitz (executive managing director), Blake Searles (senior managing director), Kamil Agha (managing director), Connor Hall (vice president) and Caroline Bethel (associate) is one of the premier tenant rep brokerage teams in the region. Every member of the team carries a "client first" mentality and each brings unique skill sets to the table, which enables this group to provide best-in-class brokerage services to their wide range of clients. The team recently represented Beyond Meat in a 12-year lease for 280,000 square feet at 888 N. Douglas Street in El Segundo. This deal represents one of the most significant deals thus far in 2021 and it confirmed interest from businesses to sign long-term leases during the middle of the COVID pandemic.

**CHRIS JACKSON**

Co-CEO

TODD LORBER (Executive Vice President),
GRANT BULLEN (Senior Associate)
 NAI Capital Commercial

Chris Jackson currently serves as co-CEO with NAI Capital Commercial. In addition, he oversees more than 40 brokers at the Encino corporate office and is focused on recruiting talented professionals to join the team. Jackson remains committed to his clients and as a broker is active in high-profile investment sales and leasing with his partner Todd Lorber. He is also a founding member of NAI Capital's Investment Services Group and specializes in investment properties throughout the United States. Co-CEO Chris Jackson, Lorber, and senior associate Grant Bullen recently negotiated the sale of a six building multitenant industrial business park, totaling 77,790 square feet, located in Van Nuys. Jackson, Lorber, and Bullen represented the seller, Rexford Industrial Realty, Inc., and buyer, ARKA Properties Group, in the transaction. The industrial business park sold for \$19,250,000.

**C. ROGER JEFFRIES III**Senior Associate
illi Commercial Real Estate

C. Roger Jeffries, III, a Certified Commercial Investment Member (CCIM) and a licensed real estate broker in the State of Nevada, joined the illi team in 2019 after spending a decade in the commercial real estate sector in Las Vegas. He began his real estate career with Marcus and Millichap where he mastered the art of cold-calling and database management. While in Nevada, Jeffries worked with brokerages like NAI Las Vegas before moving into boutique brokerage at Sun Commercial Real Estate. He recently brokered a deal at 10542 Pico Blvd in Los Angeles with a purchase price of \$2.9 million.

**MATTHEW R. KANNER**Executive Managing Director - Keller Williams
Commercial & President of Investments -
The Kanner Group
Keller Williams Commercial - The Kanner Group

Matthew Kanner leads his team – The Kanner Group – within Keller Williams Commercial Brokerage. Recognized throughout the industry for an intimate knowledge of the multi-family market, The Kanner Group is an established leader in the greater Los Angeles multi-family investment sales and advisory service industry, supporting the private and institutional capital investment community. The Kanner Group has successfully completed more than \$75 million in transactions in 2021 (through April). In March 2021, the team brokered the \$21.3 million sale of The Hollywood Regency Apartments, a value-add, 60-unit multifamily property on N. Martel Avenue in West Hollywood. Kanner represented the seller, a Los Angeles-based private partnership, as well as the buyer, Los Angeles-based Xenon Investment Corp. The price per unit was \$355,000.

**TERENCE KIRK**

Executive Vice President

KYLE STANICH (Associate Vice President),
NICHOLAS DODER (Associate Vice President),
MICHAEL HOTCHKISS (Associate), **GREG DUNNE** (Associate),
FRANCESCA SEGURA (Transaction Manager)

Colliers

Terence Kirk has built out and leads a team of six professionals with a combined 41 years of experience and over 40 million square feet in portfolio management. The team's expertise is in corporate solutions, transaction management, tenant representation, corporate real estate strategy, financial analytics, and strategic consulting. Kirk was recognized as a Colliers Greater Los Angeles Top 10 Producer in 2020. In September 2020, the team completed a one-off deal for a multinational technology conglomerate to lease a 20,365 square foot space in Irvine for five years. The client was looking for a state-of-the-art facility that met all of their operational needs, including motion capture, stage and production infrastructure. The team hired a third-party construction management firm and architect to oversee the project during a two year timeline. The facility offers a flexible workplace design.

**JONATHAN LARSEN**Principal, Managing Director &
U.S. Executive Committee
CHANDLER LARSEN (Principal)
Avison Young

Jonathan Larson is a member of Avison Young's global leadership team and U.S. Executive Committee. He is the leader of Avison Young's Los Angeles office operations Downtown. Before joining Avison Young, he was the regional managing principal and served on the Board of Directors for Cassidy Turley. He also started and oversaw the brokerage group for the West region of Transwestern and prior to that, launched, managed and operated the LA office of Trammell Crow. He and his team recently completed a lease deal in Pasadena that was extended for 16 years for 48,627 RSF. Cogent, the anchor tenant, occupies over 50% of the building. The transaction was valued at over \$30 million. The team also negotiated four high profile new/renewal tenant lease transactions during COVID, of 200,000 square feet in Pasadena, Chicago, Newark and Atlanta that provided below market concessions and helped stabilize assets.

WHO'S BROKERING LOS ANGELES

**STEPHEN LIM**

Senior Vice President
NAI Capital Commercial

With a long history of experience in commercial real estate, Stephen Lim has excelled in representing both public and private companies throughout Southern California. His areas of expertise include working with logistic operators, bulk warehouse, manufacturing, and distribution market segments. Successful in all phases of commercial brokerage, his experience encompasses tenant and buyer representation, landlord and seller listings, build-to-suit properties and the acquisition or disposition of investment-grade buildings. Lim is skilled in anticipating potential opportunities and his clear and thorough approach to communication gives clients confidence and builds consensus among decision-makers. In addition, his understanding of the market and industry make him a skilled negotiator and allows him the ability to simplify and resolve complex issues that face his clients. With a high regard for ethics, he has fostered numerous long-term client relationships.

**DARLA LONGO**

Vice Chairman
BARBARA PERRIER (Vice Chairman)
CBRE

Darla Longo and Barbara Perrier are considered some of the nation's top industrial capital market specialists. With their 43 and 33 year careers at CBRE respectively, they have been dominant players in the male dominated industry year over year. The duo continue to grow their capital markets practice and were instrumental in the formation of CBRE's National Partners in 2009. Both Longo and Perrier have been awarded CBRE's prestigious William H. McCarthy Memorial Award. As part of CBRE's National Partners, the team completed 291 transactions in 2020, for 236 million square feet and over \$20 billion in value.

**JAY LUCHS**

Vice Chairman
GENNY CHANG (Managing Director),
GAVIN KETCHUM (Associate Director),
ASHLEY OBRADOVICH (Associate)
Newmark

Jay Luchs is a leading national retail expert with a focus on representing the finest fashion and luxury brands in finding their retail stores and office headquarters. Luchs represents landlords and tenants from coast to coast and has been finding locations for some of the most important and influential brands in the fashion industry. Luchs has been involved in some of the most prominent leasing deals as well as some of the highest profile property sales in LA in the last decade. In the last 18 months alone, Luchs has closed over 80 deals valued at approximately \$312 million, totaling 400,000 square feet of real estate.

**T.C. MACKER**

President
WESTMAC Commercial Brokerage Company

T.C. Macker is the president of WESTMAC Commercial Brokerage Company. He has established himself as a Westside expert, hyper-specialized in investment sales and facilitating property transactions throughout the City's most desirable neighborhoods. Macker has consistently been recognized as one of the premier real estate advisers to both private and institutional clients. In the past 18 months, Macker has closed 22 transactions totaling close to \$150 million in sales volume. Major projects from the past 18 months include 21100 Erwin St. in Woodland Hills' 9701 S. Santa Monica Blvd. in Beverly Hills; and 6200 Sunset Blvd. in Hollywood. Other sales from the last 18 months have included office, retail, industrial, development sites, and 1031 exchanges.

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Jodie Poirier

Executive Manager Director,
Greater Los Angeles

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WHO'S BROKERING LOS ANGELES

**JOHN McMILLAN**

Vice Chairman

JEFF SANITA (Senior Managing Director),
DANNY WILLIAMS (Managing Director),
GREG STUMM (Associate Director)
 Newmark

John McMillan has been an industrial real estate services broker in Los Angeles for 30 years and is the leader of the McMillan Team. He has a widely varied background assisting clients with building and site acquisitions, dispositions, lease negotiations, tenant relocations, institutional landlord agency representation and development assignments. In the last 18 months, he and his team have overseen 106 transactions (leases and sales) for 8,775,902 square feet of buildings on 71.86 acres for \$741,598,415 in total value. One recent deal for the team was representing a Fortune 100 credit tenant in leases of 610,000 and 820,000 square feet respectively in Texas and California. McMillan and team also represented Los Angeles Regional Food Bank in its purchase of a 255,000 warehouse in City of Industry; and Bridge Development in the lease of a former Torrance Costco on 14 acres.

**PETER McWILLIAMS and MIKE McCRARY**

Executive Directors

RUBEN GOODSELL (Managing Director), **PATRICK WOOD** (Senior Managing Director), **MAC HEWETT** (Managing Director), **JEFF BELLITTI** (Managing Director), **SHARON WORTMANN** (Senior Vice President)

JLL

JLL's Inland Empire industrial services team is led by Peter McWilliams and Mike McCrary and also includes senior brokers Ruben Goodsell, Patrick Wood, Mac Hewett, Jeff Bellitti and Sharon Wortmann. Collectively, the team has over 125 years of experience in the Inland Empire market. Over the last five years, the team completed over 156 million square feet and 2,400 acres of transactions for a total value of over \$7.9 billion. The team has been recognized as JLL's #1 industrial team in 2011, 2013, 2016, 2019 and 2020 and has been consistently among the Top three nationally-ranked brokers each of the past 10 years. Between them, McCrary and McWilliams completed 20 million square feet of leasing transactions during 2020.

**ERIC MOORE**Principal, Broker
Avison Young

As principal at Avison Young, Eric Moore provides expert brokerage and advisory services for corporate clients, law firms, technology, health care, government, retail, schools, community and non-profit organizations with single or multiple facility requirements. He specializes in leasing and sales. A veteran broker, he has perfected aggressive, innovative and effective methods to achieve his clients' objectives. He has 32 years of commercial real estate experience and has forged a niche representing non-profit, governmental and community-based organizations. He always gives back to his community through 'sweat equity' or charitable donations. He represented Children's Institute Inc. to build multiple pre-K, and primary schools in the highest need urban areas. He represented Wellnest, in the acquisition of land sites to build housing for at-risk teenagers and families. He also represented the Department of Transportation to acquire an 80,000 square foot facility.

**TODD NATHANSON**President
illi Commercial Real Estate

Todd Nathanson has brokered almost 1,500 lease and sales transactions during his career. He has strong established relationships with national retailers, regional tenants/franchisees, and local mom and pop tenants. His attention to detail and timely execution of complex transactions has earned the trust of over 600 shopping center investors, from the single-center owner to the nation's largest institutional owners. Nathanson's team prides itself on leasing the more difficult in-line and elbow shop spaces. Nathanson recently brokered a deal for 11265 & 11313 Ventura Blvd. in Studio City.

**JONATHAN NIKFARJAM**Managing Principal
GIANLUCA JACOLI (Principal)
Shield Commercial Real Estate

Shield Commercial Real Estate, led by co-founders Jonathan Nikfarjam and Gianluca Jacoli, continues its rapid growth, now in its third year. The duo continues to make an impact on the market, leading with high priced sales and eye opening sale metrics throughout the South Bay region. This includes selling 420-430 Hermosa Avenue in Hermosa Beach at \$930 PSF and over \$780,000 per unit, along with apartments in Gardena, Lawndale, and Inglewood at between \$300,000-\$350,000 per unit, during the pandemic. Shield has continued to be a market mover in Hawthorne, Gardena, Lawndale, Inglewood, El Segundo, Torrance, Redondo Beach, Hermosa Beach, and Culver City.

**GREG OFFSAY**Vice President of Sales & Leasing
illi Commercial Real Estate

Greg Offsay got into real estate because he grew up in LA, loves the city and wanted to do something that was hands-on, and impact the community in a positive way. He enjoys the feeling of helping someone open or expand their business by securing a new lease or purchasing a property. He enjoys advising investors about their real estate assets, and working with them to maximize their value. He is also a passionate supporter of Los Angeles Family Housing, and the need to end homelessness. Offsay recently brokered a portfolio called the Marks Properties which is valued at \$31,769,895.

**DAVID PASSMAN**Founder
The Passman Group

The Passman Group is an innovative real estate brokerage and consulting firm based in Los Angeles. The team offers a complete array of services, including landlord and tenant representation, investment, and sales – all with personal customer service, expert advice, and analysis. As a native Angeleno, founder David Passman has lifelong knowledge of the trade areas, offering his clients a first-hand perspective on one of the most vibrant and volatile real estate markets. In April of 2020, Passman brokered the sale of the former home of the iconic Wally's Wine & Spirits store in West Los Angeles. The sale included multiple buildings totaling approximately 27,000 square feet of land spread across three parcels at 2107 to 2121 Westwood Blvd. for \$16.2 million.

**LEE POLSTER**President
EOP Realty, Inc.

Lee Polster, EOP Realty exclusively represents tenants/buyers, so it fights for tenants' rights and objectives without the weight of dual agency. Recently, commercial real estate firms are acquisitive and have used the public markets to fund unprecedented expansion. The premise behind starting EOP Realty came from a desire to eliminate conflicts-of-interest. EOP's recent transactions include representation of: Penske Media in a 75,000 square foot lease; Skybound Ent. in a \$20 million lease-back/refinance transaction; a celebrity in an \$18 million building purchase in Culver City; Cisco Furniture in a \$15 million sale in LA; 101 Studios in a \$10 million lease in Beverly Hills; Ranker's 30,000 square foot lease on Wilshire; Genius Brands in 24,000 square feet of lease transactions; a Family Trust in a \$21 million purchase in Phoenix; and Proud Living in a \$7.5 million purchase in New Jersey.

WHO'S BROKERING LOS ANGELES

**JON RENO**

Managing Director

MARK VANIS (SVP), TREVOR GALE (SVP)
Kidder Mathews

Specializing in the Central Los Angeles industrial market, the Kidder Mathews team of Jon Reno, Mark Vanis and Trevor Gale, has distinguished itself as a group of dominant players in the logistics real estate field. Focusing on the growth of e-commerce last mile facilities with capital market investors has been a strength for the team. The team's total transaction volume in the past 12 months was \$192,513,270. The team represented Prologis in a core in-fill industrial site located at 1716 E. 7th Street in the heart of the Arts District and is currently used as the Greyhound Bus Line station serving Los Angeles for \$90 million. The site is situated at ground zero for last mile, final touch in supply chain logistics.

**BENNETT ROBINSON**

Executive Vice President

**JOHN SHEEHY (Client Services Coordinator),
BERIT MC LAUGHLIN (Client Services Coordinator)**
CBRE

The San Fernando Valley has always been Bennett Robinson's area of expertise. Robinson's leasing and sale activity for 2020 ranged from 968 square feet to 221,842 square feet, demonstrating that no client's needs are too big or too small. As the world slowed down due to the pandemic, the Robinson team charged forward, completing roughly 1.5 transactions per week. The team demonstrates commitment to building the Valley into a strong business hub and a true "love of the game" of transacting. Bennett and team are currently involved with the transformative 60-Acre, multi-use development known as Avion Burbank, adjacent to the Hollywood Burbank Airport. This project was 87.5% preleased prior to completion. Within the last 18 months, Robinson leased a 221,842 square foot building in Chatsworth; a 185,756 square foot building in Van Nuys; a 125,514 square foot building in Simi Valley; and sold 7.67 acres in San Fernando.

**XAN SAKS**

Partner & Co-Founder

RICHARD RIZIKA (Partner & Co-Founder)
Beta Agency, Inc.

Xan Saks specializes in the representation of regional, national, and global brands to acquire their owned and leased space. Saks has honed his new store development strategy expertise through his work with such brands as Target, Victoria's Secret, and Tesla, among others. Saks and Richard Rizika represent Target along with many other brands to execute real estate strategies throughout the United States. Saks and Rizika represented Target on numerous deals, five of which opened during 2020 including the most notable Sunset & Western location. Saks and Rizika continue to improve their partnership by executing deals on the tenant representation and landlord representation side of the business making them a dynamic team that is able to solve the most complicated real estate problems.

**KEVIN SHANNON**Co-Head of U.S. Capital Markets
Newmark

Kevin Shannon is widely considered one of the premier investment sales brokers in the United States and leads a team of 33 professionals focused on the disposition and acquisition of investment properties across several asset classes, on behalf of domestic and offshore investors in 16 markets throughout the Western United States. In the course of his 35-plus-year career, he has sold more than \$65 billion of office, industrial, self-storage, retail, land and mixed-use assets. His experience includes 100% and partial interest sales and recapitalizations as well as joint venture transactions. Shannon has spent his career helping clients structure transactions to best meet their goals. Shannon joined Newmark after nearly 10 years at CBRE, where he served as vice chairman and managing director for the West Coast Institutional Investment Group and led the Western United States Office Vertical.

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Congratulations to our very own Yair Haimoff, SIOR on his nomination for LABJ's **Who's Brokering LA 2021!**

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CONGRATS TOP LA TEAM

"WHO'S BROKERING LA"
- LOS ANGELES BUSINESS JOURNAL



JON RENO, SIOR, CCIM
Sr Vice President, Managing Dir
Lic #01277642

TREVOR GALE, SIOR
Sr Vice President
Lic #01452957

MARK VANIS
Sr Vice President
Lic #01305617

Expert knowledge plus determination is an unbeatable mix in a broker.

We're pleased to announce that Jon Reno, Trevor Gale, and Mark Vanis have been honored as a top Los Angeles brokerage team by the LABJ.

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WHO'S BROKERING LOS ANGELES

**LEE SHAPIRO**

*Executive Vice President, Director of Retail Brokerage
Kennedy-Wilson Properties, Ltd.*

Lee Shapiro specializes in the sale and leasing of commercial investment properties throughout Southern California with a focus on office, retail and development sites. He excels in assisting private capital and institutional owners/developers with the design and leasing of new projects, as well as repositioning of existing properties. Over the last 18 months, Shapiro has secured deals for more than 221,000 square feet of commercial space in transactions representing nearly \$83 million. Shapiro successfully completed the sale of 6000 Reseda Blvd. in Tarzana, a multi-tenant shopping center with redevelopment potential that unexpectedly had its TOC Tier 3 designation downgraded. Shapiro repositioned the property's marketing and secured a local buyer who understood the submarket and the value of the property's short-term leases. He impressively closed the transaction for \$10 million at a cap rate of 4.1% in August 2020 during the pandemic, just four months after its repositioning.

**CHRISTOPHER SHEEHAN**

*Executive Vice President
MIKE FOLEY (Executive Vice President),
DAVE HESS (Executive Vice President),
CONNOR REEVES (Vice President)
Colliers*

The Sheehan Foley Industrial Team is focused on infill Southern California supply chain-related real estate. This includes representation of landlords, tenants, sellers and buyers for their individual CRE needs, as well as land development and investment sales. A key component of the team's business plan is its partnership with institutional owners, acting as their advisors in both near and long-term planning. Since 2018, the team has completed 165 transactions totaling approximately 8 million square feet worth \$500 million. For a recent deal, 8201 Sorensen Ave. in Santa Fe Springs, the team represented industrial client, XEBEC, during both the 10-acre land acquisition and successful lease up of a brand new, 234,330-square-foot warehouse.

**TED SIMPSON**

*Principal
Avison Young*

Ted Simpson has transacted business in more than 20 US states and several foreign countries. He began his real estate career in 1988 and joined Cushman & Wakefield in 1994, where he was a perennial member of the firm's highest producers every year from 2000 through 2012. In 2013, Simpson became the managing director for the downtown Los Angeles Avison Young office. Simpson recently represented a law firm that completed a long-term lease relocating to a 40,000 square feet office in downtown Los Angeles.

**ROBERT STEPP**

Principal

KIMBERLY R. STEPP (Principal), **DARIN BEEBOWER** (Executive Vice President), **MICHAEL TOVEG** (Senior Vice President), **MARK VENTRE** (Senior Vice President), **TODD HAWKE** (Senior Vice President), **MARK WITSKEN** (Vice President), **TRAVIS TRAWEEK** (Associate), **ARIAN REJAEI** (Associate), **ROCKWELL ALLEN** (Associate), **LEN KAY** (Associate) Stepp Commercial

Founded by industry veterans and husband and wife power couple, Robert Stepp and Kimberly Stepp, this team has grown to an 11-person group with more than \$3 billion in transaction value since the firm was founded in 2013. The Stepp Commercial team continues to help clients achieve higher returns through 1031 exchanges both within Los Angeles as well as in higher-growth markets outside of L.A. Recently, the team completed the sales of a 60-unit portfolio in Long Beach for \$14 million and a 95-unit portfolio in Koreatown for \$18.75 million.

**LORENA TOMB**

*CEO and Founder
LESLIE HARO (Vice President),
TYLER DEL RE (Senior Associate)
UrbanLime Real Estate*

2020 was one of the most challenging years for the commercial real estate industry and proved to be particularly challenging for teams like Urbanlime, focusing predominantly on hospitality, entertainment, retail and service-based uses. Despite the state of the market, the Urbanlime team stayed in touch with its clients and the community and worked for every potential opportunity. Rising above adversity, the team's recent success stories include the sale of a portfolio in Silver Lake that includes four parcels combining multi-family and retail followed by the lease of a 5800 square foot restaurant at the property; the lease of a large 7,000 square foot restaurant space in Silver Lake; among other success stories. The team also leased a 3,900 square foot restaurant downtown; three new restaurants on Griffith Park Blvd & Melrose; and a 4,900 square foot office in Culver City.

**JUSTIN WEISS**

*Vice President
Kennedy-Wilson Properties, Ltd.*

Justin Weiss is a downtown Los Angeles expert, with 11 years of experience in commercial real estate leasing and sales. As former associate director of economic development for the Downtown Center Business Improvement District and Central City Association and currently as vice president at Kennedy Wilson Brokerage, Weiss' passion for a better DTLA is exemplified in his deep knowledge of the area's history, strong relationships with local stakeholders, and track record of transactional success. In 2020, Weiss completed one of the largest retail lease transaction in Downtown's South Park neighborhood with CVS on behalf of mixed-use development Hope+Flower. The 11,132 square foot space is located on the ground floor of a five-story office building flanked by two high-rise multifamily towers with 730 luxury apartments. The space posed challenges for converting to retail, but Weiss successfully leveraged the highly visible location to close the deal.

**JAKE ZACUTO**

*Managing Director
Zacuto Group*

Jake Zacuto has been an active player in commercial real estate for almost two decades. He has been involved in deals ranging from creative office and high street retail, to industrial portfolios and investment sales. Zacuto's in-depth market knowledge and approachable demeanor have set him apart in an industry known for the impersonal. Backed by a team of extraordinary dealmakers and go-getters, Zacuto Group has become synonymous with connections in the tech, entertainment, and finance. Recent deals include the sale of 2400 Marine Street in Redondo Beach, a record \$24 million record deal involving a 50,000 square foot two-building creative office campus that is now 100% leased to multiple tenants including Amazon, and Uber. He also sold 1143-1147 S. Hope Street in Downtown LA, a recognizable downtown building used for creative office and unique events, for \$7.9 million.